9.a:

Tiago Splitter

9.b:

$1,899,414.50

9.c:

Extreme Mountain Bike

9.d:

Recommendations would be making the extreme mountain bike better or you can say maintain it because the sales are good in value.

10.a:

Extreme Mountain Bike

10.b:

$596,400

10.c:

The recommendation I would make is to market the items from the East and West because the numbers in sales are lower than in the North and South.

11.a:

Luc Mbah-a-Moute

11.b:

Gerald Henderson

11.c:

Recommendations I would make is to the sales rep who sold very little to socialize/interact more with the customers because they are low on numbers compared to Luc Mbrah-a-Moute.

12.a:

Decrease

12.b:

If sales are going down suddenly, my recommendation is to advertise or have a big sale to attract customers. Pricing may be lowered but the more quantity it sells the more money piles up in the long run.